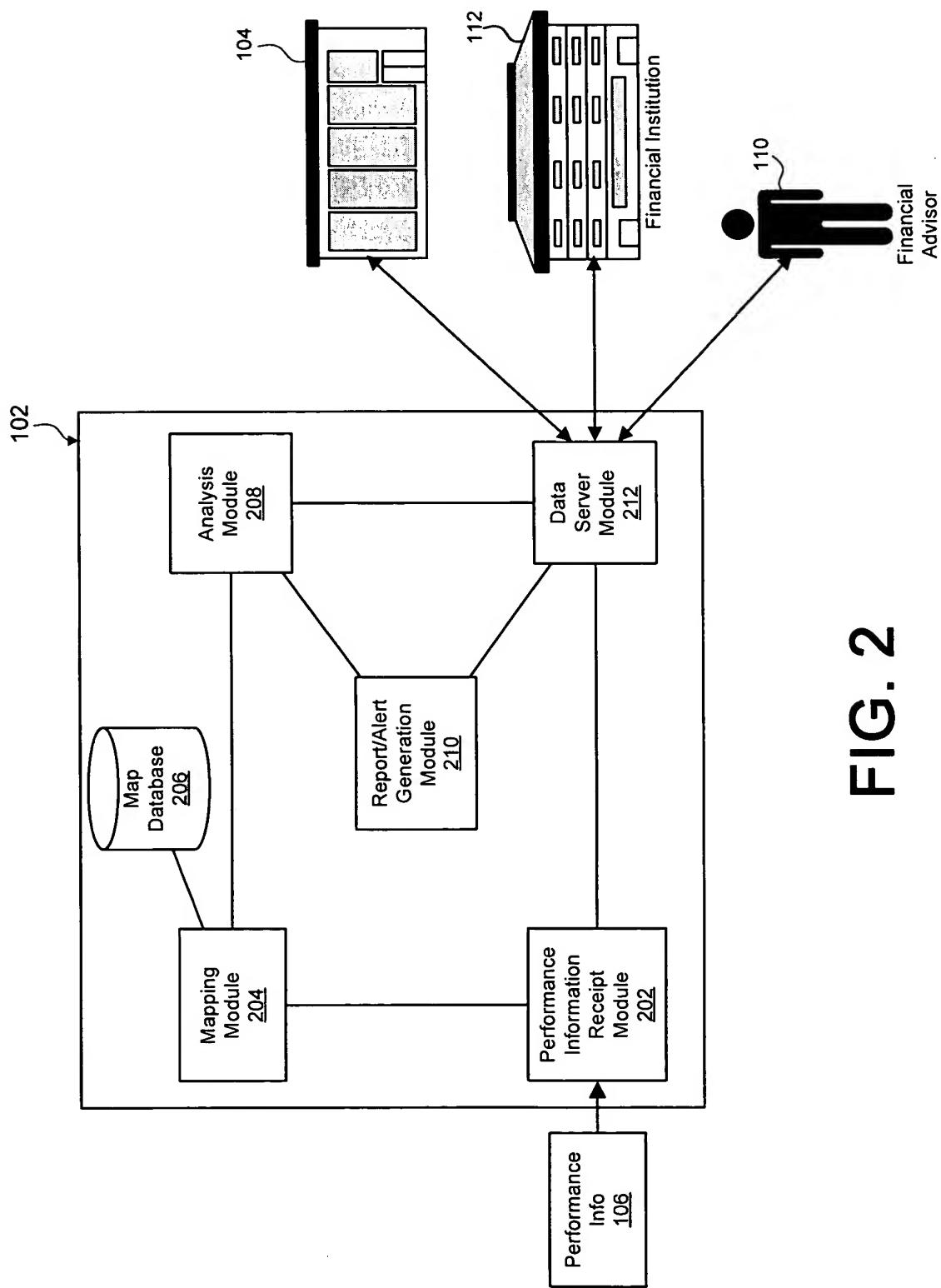
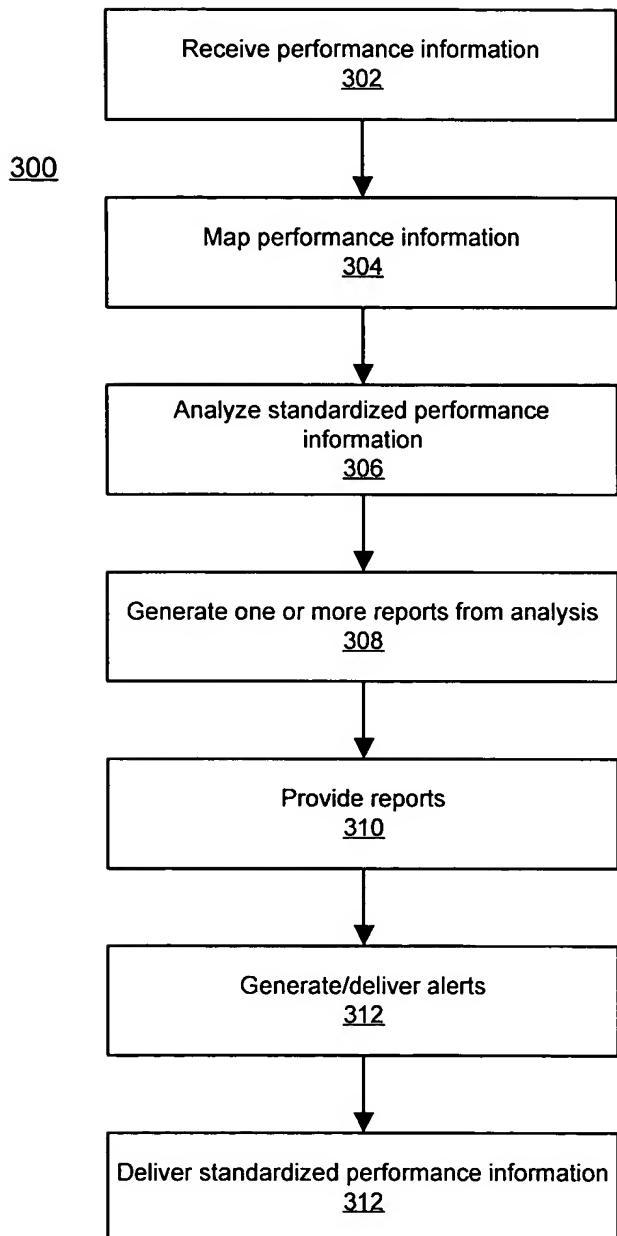


**FIG. 1**

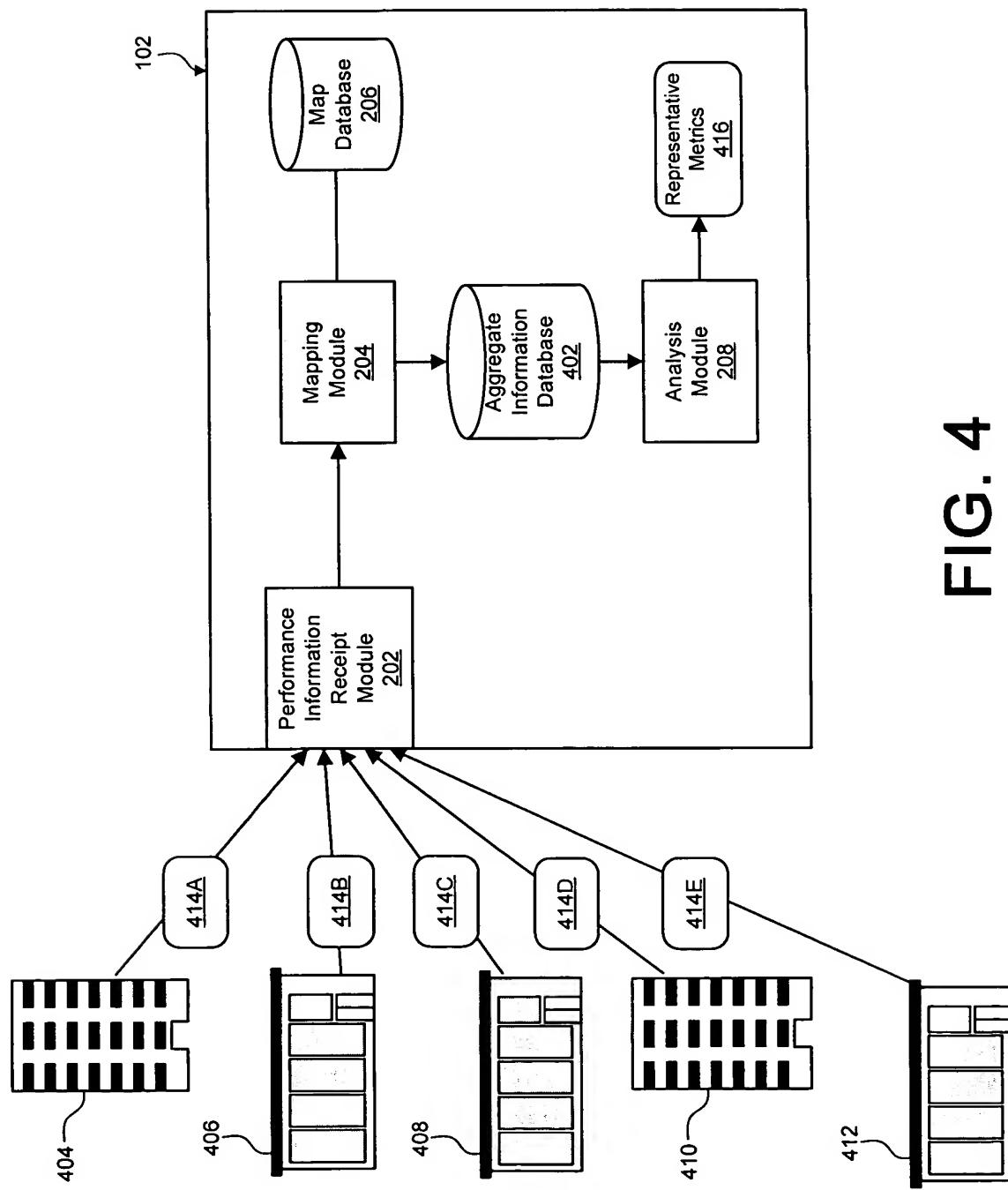
**FIG. 2**

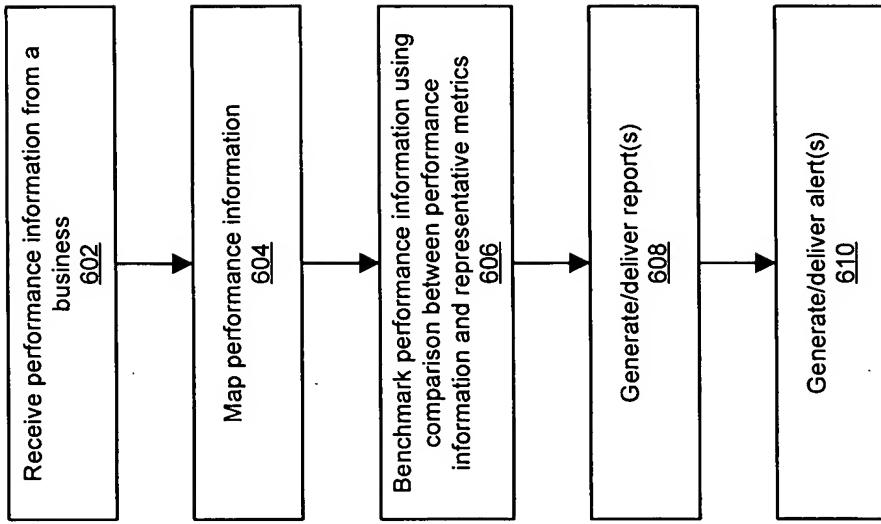
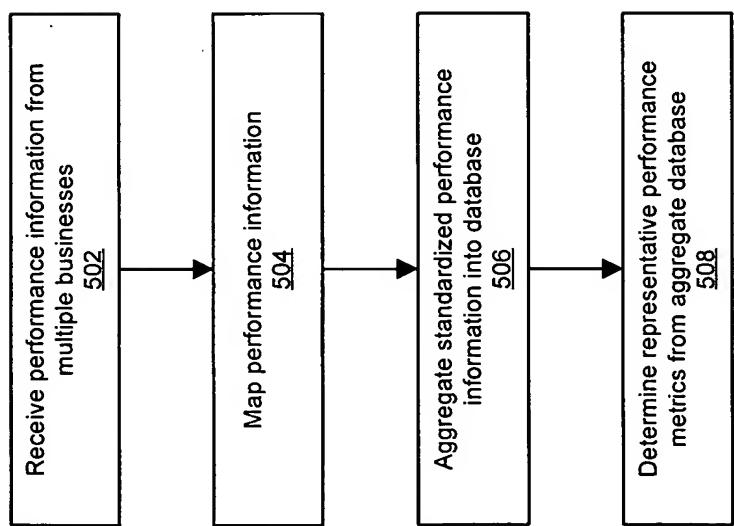


**FIG. 3**

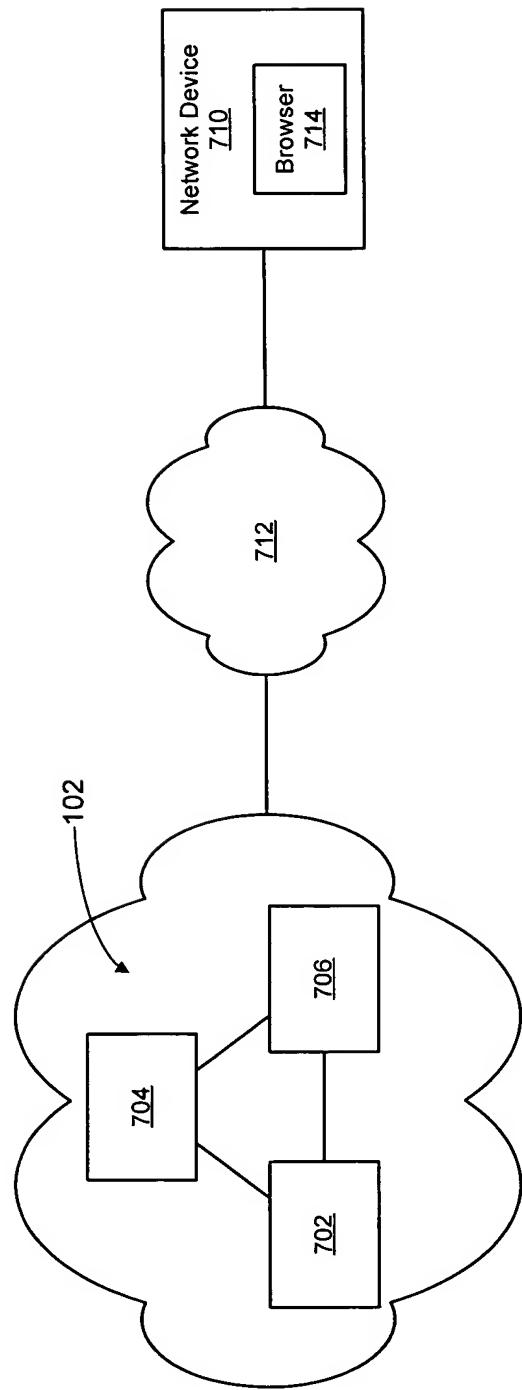


**FIG. 4**

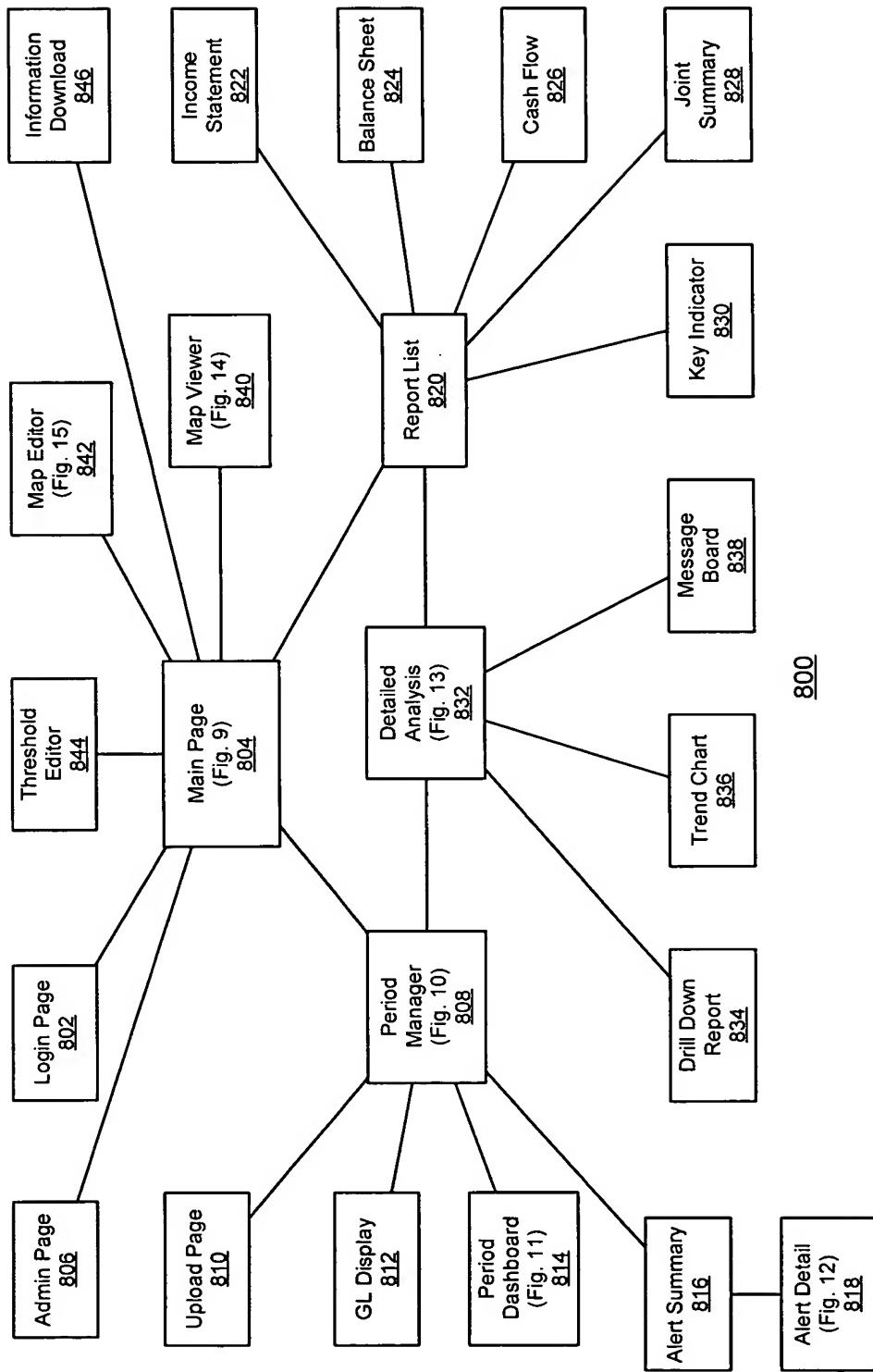




**FIG. 7**



**FIG. 8**



**X**

**Client Dashboard**

Client Name	# of Prior Period Alerts	# of Prior Alerts (YTD)	Corporate Target Alerts	Status
ABC Insurance, Inc.	--	--	--	No Data
Joe's Hardware, LLC.	6	7		Analysis Complete
Computer Consultants Corp.	35	9	2	Analysis Complete

**FIG. 9**

					X																																																																																																																														
					X																																																																																																																														
<b>Joe's Hardware Period Manager</b>					<u>808</u>																																																																																																																														
Period	1002	Status	1004	Map Status	1008																																																																																																																														
<p><b>FY 2003</b></p> <table> <tbody> <tr> <td>4th Quarter</td> <td>Upload Data</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>December 2003</td> <td>Upload Data</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>November 2003</td> <td>Upload Data</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>October 2003</td> <td>Upload Data</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>3rd Quarter</td> <td>Upload Data</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>September 2003</td> <td>Upload Data</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>August 2003</td> <td>Upload Data</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>July 2003</td> <td>Upload Data</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>2nd Quarter</td> <td>Upload Data</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>June 2003</td> <td>Analysis Complete</td> <td>Current Map</td> <td></td> <td>View GL</td> <td>1006</td> </tr> <tr> <td>May 2003</td> <td>Analysis Complete</td> <td>Current Map</td> <td></td> <td>View GL</td> <td></td> </tr> <tr> <td>April 2003</td> <td>Analysis Complete</td> <td>Current Map</td> <td></td> <td>View GL</td> <td></td> </tr> <tr> <td>1st Quarter</td> <td>Upload Data</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>March 2003</td> <td>Analysis Complete</td> <td>Current Map</td> <td></td> <td>View GL</td> <td></td> </tr> <tr> <td>February 2003</td> <td>Analysis Complete</td> <td>Current Map</td> <td></td> <td>View GL</td> <td></td> </tr> <tr> <td>January 2003</td> <td>Analysis Complete</td> <td>Current Map</td> <td></td> <td>View GL</td> <td>1010</td> </tr> <tr> <td><b>FY 2002</b></td> <td>Analysis Complete</td> <td>Old Map</td> <td>View GL</td> <td>Update Map</td> <td></td> </tr> <tr> <td>4th Quarter</td> <td>Upload Data</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>December 2002</td> <td>Analysis Complete</td> <td>Old Map</td> <td>View GL</td> <td>Update Map</td> <td></td> </tr> <tr> <td>November 2002</td> <td>Analysis Complete</td> <td>Old Map</td> <td>View GL</td> <td>Update Map</td> <td></td> </tr> <tr> <td>October 2002</td> <td>Analysis Complete</td> <td>Old Map</td> <td>View GL</td> <td>Update Map</td> <td></td> </tr> </tbody> </table>						4th Quarter	Upload Data					December 2003	Upload Data					November 2003	Upload Data					October 2003	Upload Data					3rd Quarter	Upload Data					September 2003	Upload Data					August 2003	Upload Data					July 2003	Upload Data					2nd Quarter	Upload Data					June 2003	Analysis Complete	Current Map		View GL	1006	May 2003	Analysis Complete	Current Map		View GL		April 2003	Analysis Complete	Current Map		View GL		1st Quarter	Upload Data					March 2003	Analysis Complete	Current Map		View GL		February 2003	Analysis Complete	Current Map		View GL		January 2003	Analysis Complete	Current Map		View GL	1010	<b>FY 2002</b>	Analysis Complete	Old Map	View GL	Update Map		4th Quarter	Upload Data					December 2002	Analysis Complete	Old Map	View GL	Update Map		November 2002	Analysis Complete	Old Map	View GL	Update Map		October 2002	Analysis Complete	Old Map	View GL	Update Map	
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October 2002	Analysis Complete	Old Map	View GL	Update Map																																																																																																																															

**FIG. 10**

	1104	1106	1108	1110	1112	1114	1116	X
	YTD	YTD Last Year	Current Period	Period Last Year	Trailing 12 Months	Last Fiscal Year	Avg. Growth	
<b>814</b>								
<b>Financial Metrics:</b>								
Total Revenue	\$5,913,877	\$2,778,593	\$894,191	\$356,214	NA	\$4,055,439	NA	
Gross Profit	\$2,279,438	\$1,190,688	\$333,883	\$152,445	NA	\$1,703,806	NA	
Net Income (Loss)	\$234,639	\$17,521	\$53,907	\$4,883	NA	\$93,140	NA	
Gross Margin %	38.54%	42.85%	37.73%	42.80%	NA	42.01%	NA	
Net Margin % (after tax)	3.97%	0.63%	6.03%	1.37%	NA	2.30%	NA	
EBITDA	\$285,348	\$53,224	\$65,718	\$12,539	NA	\$139,440	NA	
Days Sales Outstanding	33.11	32.45	33.11	32.45	NA	34.17	NA	
Days (on Hand) Inventory	30.69	31.16	30.69	31.16	NA	30.93	NA	
Days Payable	10.19	10.19	10.19	10.19	NA	10.19	NA	
Debt / Shareholders Equity	2.76	2.72	2.76	2.72	NA	2.79	NA	
Funded Debt / EBITDA	1.59	3.99	1.59	3.99	NA	1.52	NA	

1102  
1120  
Company Info:  
Fiscal Year End: November  
Tax Type: Form 1120 (Corporation)  
Industry Category: Manufacturing  
SIC Code: 3711

1118  
**Gross Profit - Historical Trend Chart**

Date	Gross Profit (\$)
02/02	480,000
03/02	480,000
04/02	450,000
05/02	550,000
06/02	700,000
07/02	100,000
08/02	1,150,000
09/02	1,050,000
10/02	750,000
11/02	1,800,000
12/02	200,000
01/03	500,000
02/03	1,500,000

**FIG. 11**

					X																																																	
<p>Analysis Type: <b>Period v. Previous Period</b> ▼      Data Type: <b>Current Period</b> ▼</p> <p>1216                          1218                          1208                          1212                          1222</p> <p>1204                          1206                          Feb. 2003                  1210                          Variance Threshold</p> <p>Target Value      Current Period      % Change</p>					<b>818</b>																																																	
<p>► Financial Reporting Calculations</p> <p>▼ ① Standard Metrics</p> <p>    ► ① Profitability Analysis</p> <p>    ▼ ① Cash &amp; Liquidity Analysis</p> <table border="1"> <thead> <tr> <th>1214</th> <th>① Days Sales Outstanding</th> <th>29.00</th> <th>21.07</th> <th>(27.36)%</th> <th>25.00%</th> <th>View Chart</th> </tr> </thead> <tbody> <tr> <td></td> <td>① Inventory Turnover</td> <td>9.20</td> <td>12.06</td> <td>31.05%</td> <td>25.00%</td> <td>View Chart</td> </tr> <tr> <td></td> <td>Days (On Hand) Inventory</td> <td>40.00</td> <td>30.27</td> <td>(24.31)%</td> <td>25.00%</td> <td>View Chart</td> </tr> <tr> <td></td> <td>Payables Turnover</td> <td>17.30</td> <td>15.69</td> <td>(9.28)%</td> <td>25.00%</td> <td>View Chart</td> </tr> <tr> <td></td> <td>Days Payable</td> <td>21.00</td> <td>23.26</td> <td>10.75%</td> <td>25.00%</td> <td>View Chart</td> </tr> <tr> <td></td> <td>① Current Ratio</td> <td>1.50</td> <td>0.98</td> <td>(34.77)%</td> <td>25.00%</td> <td>View Chart</td> </tr> <tr> <td></td> <td>① Quick Ratio</td> <td>0.60</td> <td>0.39</td> <td>(34.30)%</td> <td>25.00%</td> <td>View Chart</td> </tr> </tbody> </table> <p>► Leverage Ratios</p> <p>► Coverage Ratios</p> <p>► Financial Ratios</p>						1214	① Days Sales Outstanding	29.00	21.07	(27.36)%	25.00%	View Chart		① Inventory Turnover	9.20	12.06	31.05%	25.00%	View Chart		Days (On Hand) Inventory	40.00	30.27	(24.31)%	25.00%	View Chart		Payables Turnover	17.30	15.69	(9.28)%	25.00%	View Chart		Days Payable	21.00	23.26	10.75%	25.00%	View Chart		① Current Ratio	1.50	0.98	(34.77)%	25.00%	View Chart		① Quick Ratio	0.60	0.39	(34.30)%	25.00%	View Chart
1214	① Days Sales Outstanding	29.00	21.07	(27.36)%	25.00%	View Chart																																																
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	① Quick Ratio	0.60	0.39	(34.30)%	25.00%	View Chart																																																
						1202																																																

**FIG. 12**

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	X
<b>Joe's Hardware</b>					<u>832</u>
<b>Detail Analysis</b>					1304
▼ 100 - Current Assets					1302
▼ 101 - Cash & Cash Equivalents					1306 1308 1310
101.01 - Cash					<input type="checkbox"/> <input checked="" type="checkbox"/> <input checked="" type="checkbox"/>
101.02 - Investments - Short Term					<input type="checkbox"/> <input checked="" type="checkbox"/> <input checked="" type="checkbox"/>
101.99 - Other Cash & Cash Equivalent					<input type="checkbox"/> <input checked="" type="checkbox"/> <input checked="" type="checkbox"/>
102 - Accounts Receivable					<input type="checkbox"/> <input checked="" type="checkbox"/> <input checked="" type="checkbox"/>
103 - Inventory					<input type="checkbox"/> <input checked="" type="checkbox"/> <input checked="" type="checkbox"/>
► 104 - Loans and Notes Receivable					<input type="checkbox"/> <input checked="" type="checkbox"/> <input checked="" type="checkbox"/>
106 - Due from Related Parties					<input type="checkbox"/> <input checked="" type="checkbox"/> <input checked="" type="checkbox"/>
► 108 - Prepaid Expenses					<input type="checkbox"/> <input checked="" type="checkbox"/> <input checked="" type="checkbox"/>
124 - Other Current Asset					<input type="checkbox"/> <input checked="" type="checkbox"/> <input checked="" type="checkbox"/>
► 125 - Capital Assets					<input type="checkbox"/> <input checked="" type="checkbox"/> <input checked="" type="checkbox"/>
► 150 - Other Assets					<input type="checkbox"/> <input checked="" type="checkbox"/> <input checked="" type="checkbox"/>
► 200 - Current Liability					<input type="checkbox"/> <input checked="" type="checkbox"/> <input checked="" type="checkbox"/>
► 220 - Long Term Debt					<input type="checkbox"/> <input checked="" type="checkbox"/> <input checked="" type="checkbox"/>
► 260 - Other Long Term Liability					<input type="checkbox"/> <input checked="" type="checkbox"/> <input checked="" type="checkbox"/>
► 400 - Revenues					<input type="checkbox"/> <input checked="" type="checkbox"/> <input checked="" type="checkbox"/>

**FIG. 13**

X

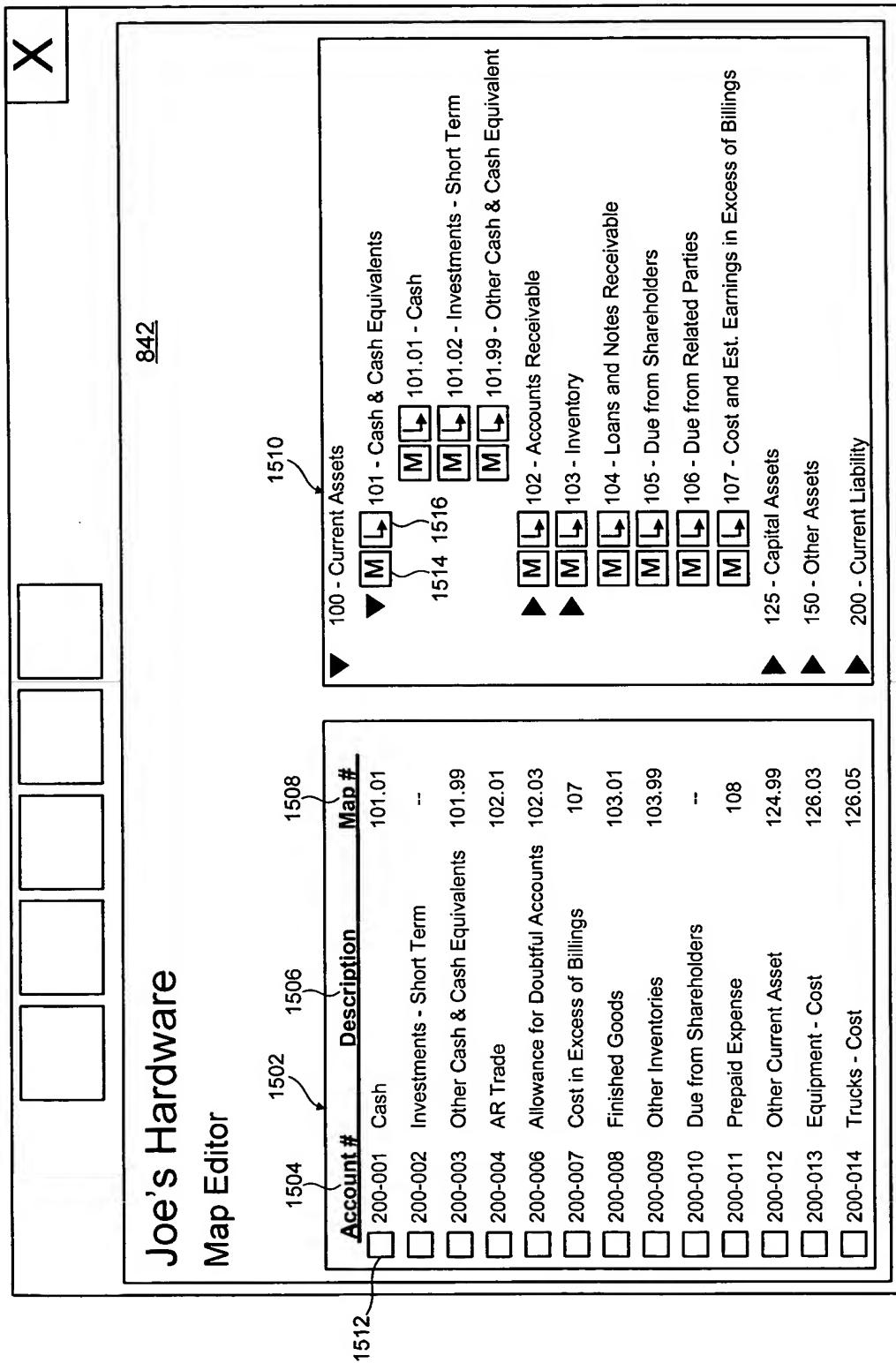
**Joe's Hardware** 842

View Account Map 1406 1402 1408 1410 1412

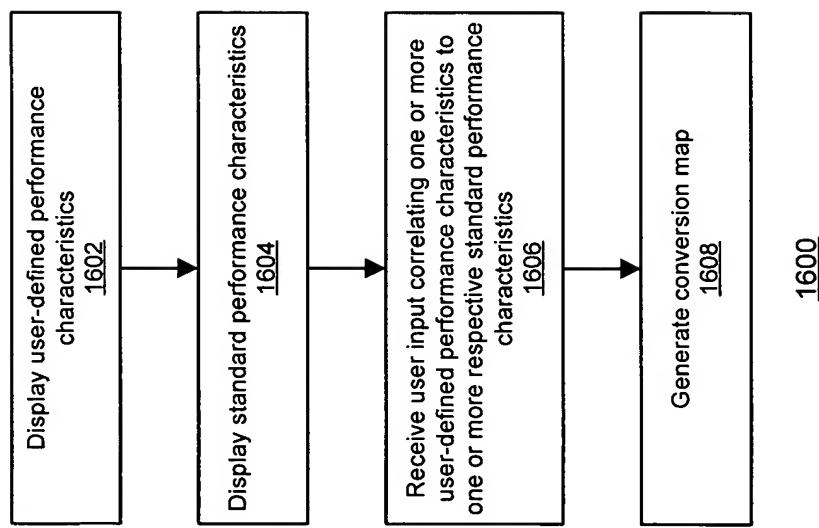
Account #	Account Description	Map #	Lead Description	Amount
010-00-01	Petty Cash: CP	101	Cash & Cash Equivalents	\$1,242.45
010-00-08	Cash On Hand: PS	101	Cash & Cash Equivalents	\$50.00
015-00-00	Cash In Bank Checking	101	Cash & Cash Equivalents	-\$1,807,042.77
025-00-00	Cash In Bank Savings	101	Cash & Cash Equivalents	\$5,305.59
040-00-00	A/R Trade	102	Accounts Receivable	\$2,742,610.00
050-00-00	Employee Advances: Temp	-	--	-
051-00-00	Other Receivables	102	Accounts Receivable	\$63,991.47
055-00-00	Chassis Receivable	102	Accounts Receivable	\$22,485.59
070-00-02	Allow For Doubtful Account	102	Accounts Receivable	-\$9,500.00
070-00-05	Raw Material: CW	103	Inventory	\$1,549,426.64
070-00-08	Raw Material: CC	103	Inventory	-\$8.68
071-00-08	Raw Material: PS	103	Inventory	\$390,840.15
		1404		

**FIG. 14**

**FIG. 15**



# FIG. 16



From: Bob Jones, CPA  
To: Earl Karl, CEO  
Subject: FINANCIAL ALERT: Joe's Seafood Shack, Inc. - Days Sales Outstanding

## FINANCIAL ALERT

Alert Topic: Days Sales Outstanding - August 2003 1702  
Alert Description: RE: YTD - Days Sales Outstanding is above Prior Period by 50% 1704

Comments: Earl, DSO is up. I am going to fix this and bill you. 1706

View Trend Chart: [Click Here](#) 1708

Add a Reply to this Alert: [Click Here](#) to reply. 1710

Log Into the Business Performance Management Website: [Click Here](#) 1712

**FIG. 17**